

Honorable Senators and Esteemed Energy and Technology Committee Members:

I am writing you to communicate our positive experience with Public Act 295 the Energy Optimization Act for Renewable Energy 2008. Since the act was passed in 2008 and went into effect in June of 2009, we have been launching a new commercial LED lighting business creating manufacturing jobs here in Michigan. I represent LED Optical Solutions, LLC and along with my 3 equity partners we began this company in 2008 following separation from Visteon, a Tier One automotive company. With the skill and experience acquired in the automotive industry we are trying to make a successful transition into the energy efficiency commercial lighting industry where there is a strong need for properly designed LED lighting products. LED Optical Solutions, LLC (aka LEDOS) designs, develops and manufactures commercial lighting products with a focus on providing extremely powerful and efficient LED commercial lighting products. Examples include street and area lights, post top ornamental lights, high bay and low bay industrial lighting, wall packs, bill board and tunnel lamps. Our target customer base includes municipalities, universities, home owner associations, energy performance contractors and electrical supply houses. In 2010 we expanded to include contract manufacturing with partners located here in Michigan helping to retain and expand employment in the state's manufacturing segment. LED Optical Solutions is committed to Michigan and expanding manufacturing jobs here in Michigan.

The launch of our business has been extremely difficult given the economic climate of the last three years. We would not have endured without the support of the regional municipalities who offered to evaluate and test our products. Conversion to LED Lighting is an energy savings investment and is often called the low hanging fruit of energy efficient projects. However, many of our customers would not even consider evaluation or improvement to their infrastructure without the incentives provided under the Public Act 295. Rebate monies have in fact been the deciding factor to close some of our largest sales. Public Act 295 provided added incentive to our customers to perform energy efficiency projects since the Act rebates money back to our clients once the energy conservation measures are installed and operating. This incentive is well received by Administrators and elected officials as it lends support to LED Lighting energy savings projects & investments and therefore is viewed as a smart way to utilize & match tax dollars.

The US Department of Energy statistics suggest that for every \$91,000 in an energy savings project, one (1) job is created or retained. With Public Act 295, the Michigan Legislature together with all the subcontractors have **created or retained Michigan jobs**. Public Act 295 kept contractors such as Electrical, Lighting, and City Utility employees working in our great State. And these incentives help our environment. We estimate that **for every 100 city light poles converted to LED lighting we can help our State save annually in excess of 94,922 pounds of Carbon Dioxide emissions**. This is equivalent of **removing 8.2 cars from the road, saving 4904 gallons of gasoline, or planting 12.9 acres with trees each year....for every 100 poles**.

In summary, LED Optical Solutions, LLC wishes to thank and acknowledge the Senate and Michigan House of Representatives for passing Public Act 295. We believe that Public Act 295 has not only helped your constituents with fiscal responsibility initiatives like conversion to LED Lighting, but also aided in job creation in trying economic times. Public offices are behaving more proactively in the management of their facilities and infrastructure due to Public Act 295. It is environmentally responsible and Green. Public Act 295 is good for LED Optical Solutions, LLC, as a start-up company, and good for Michigan. Please keep it in operation!

Thank you for contributing your time and talents leading the great State of Michigan!

Most Sincerely,
Paula

**Paula Duffett Wheeler
Schneider
Director Sales & Marketing**

Most Sincerely,
Ingo

**Ingo
President**

LED Optical Solutions, LLC
64155 Van Dyke, Ste. 247
Dyke, Ste. 247
Washington, MI
48095

Cell: 313-410-0626
604-4542
Tel: 586-336-9871
336-9871
Fax: 586-336-9872
336-9872

Email:
pwheeler@ledoscorp.com
doscorp.com

Website: www.ledoscorp.com; www.mssla.org
www.ledoscorp.com; www.mssla.org

LED Optical Solutions, LLC

64155 Van

Washington, MI 48095

Cell: 586-

Tel: 586-

Fax: 586-

Email: ischneider@ledoscorp.com

Website:



Please consider the environment before printing this e-mail